

James E. Mumm

445 East 80th Street – Apt.2F
New York, NY 10075

646-228-9663
jimmumm1961@gmail.com

Summary of Experience

- Set new business record for two years running (including the latest year)
- Over 32 year's sales, marketing, and leadership experience, C-level positions in Sales/Marketing for marketing and technology firms increasing sales 600% in 1st year & doubling sales in 2nd year
- Supervised 100+ employees and achieved customer retention rate of 98%
- Created/developed/implemented sales certification and training programs: inside and outside
- Managed national sales force and broker force for CPG firm with sales over \$500 mm/year
- Key account sales resulting in adding 15 of the firm's top 20 largest customers within 2 years

Work Experience

Sunlight Energy Group – CEO

Sept 2016 - present

- Created and launch successful energy consulting firm serving multiple powerpools
- Achieved over \$700,000 in new business in first calendar year, hired and trained two employees

Secure Energy Solutions – EVP

Sept 2013 – Sept 2016

- Received “Rookie of the Year” and led sales team to 1st year record breaking new business sales
- Achieved “President's Club”, MVP, “New Business King” awards for yr. 2 record breaking sales

Executive Training Solutions (Sandler Training) – CEO

August 2009 – Sept 2013

- Launched sales and leadership training franchise in new territory (Western MA)
- Received the following awards: Rising Star, Bronze, Silver, Gold, and Heavy Hitter

1st Wave Sales & Marketing – CEO

May 2006 - August 2009

- Created a bootstrap sales and marketing company, grew sales from \$0 to \$2 million
- Won Merrill Lynch IPO challenge by defeating 89 teams, won \$60,000 seed money to start firm

MyWebGrocer - Senior Vice President of Sales and Marketing

April 2004 – May 2006

- Led team sales and increased revenue by 20%, resulting in the top increase in firm

Grocery Shopping Network - Vice President of Sales and Marketing

2001 - 2004

- Created new business and developed top 75% of accounts, achieving sales increase of 600%

Director – Sales and Marketing

News Corporation - Director of Sales and Marketing

1999 – 2001

Sara Lee Corporation - Director of National Brand Sales and Marketing

1996 – 1999

Daymon Associates, Inc. - Divisional Marketing Manager

1993 – 1996

Kash N' Karry Food Centers - Sales & Marketing Manager

1982 -1993

Education: **Baruch College** – Masters of Science (completed June 2008)

GPA - 3.8

Baruch College – Executive MBA (completed June 2005)

GPA - 3.8

Baruch College – BBA - Marketing (completed June 2003)

GPA - 3.7